

CON 111

Mission Planning Execution

Mission Planning Execution is the second of three online Level I contracting courses. It focuses on executing the acquisition planning through soliciting industry and awarding a contract. It provides students with the knowledge necessary to execute an acquisition that optimizes customer mission performance. Students will learn the techniques and benefits of early industry involvement in shaping requirements, basic procedures for acquisition of both commercial and noncommercial requirements, and how to effectively conduct price analysis and determine when a price is fair and reasonable. Finally, students will learn how to conduct basic competitive acquisitions, process awards, and handle protests before and after contract award.

Objectives: Students who successfully complete this course will be able to:

- evaluate and determine the adequacy of a purchase request package;
- identify the components of and procedures for preparing an oral or written solicitation;
- identify and select a technique for making a price reasonableness determination;
- recognize factors to be considered when evaluating and providing government financing;
- conduct price analysis to determine a fair and reasonable price; and
- identify appropriate actions to resolve protests.

Who Should Attend: This course is designed for personnel new to the contracting workforce and noncontracting personnel who play a role in the acquisition process.

Prerequisite: CON 110

Length: This is a nonresident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date. The course consists of 8 lessons that could be completed in approximately 40 hours.

Method of Delivery: Distance Learning—See “Online Courses” on page 12



PDS Code: BE8

CON 112

Mission Performance Assessment

Mission Performance Assessment is the final of three online courses. This course builds on the foundation established in CON 110 and CON 111 and provides students with the knowledge necessary to identify and utilize appropriate performance metrics when evaluating contractor performance. Students will explore processes for working with their customer to ensure contract performance is meeting mission requirements. Students will explore assessment strategies and performance remedies, how to make and price contract changes after award, handle disputes, and finally how to close out completed contracts.

Objectives: Students who successfully complete this course will be able to:

- evaluate a contractor’s performance;
- identify and evaluate commercial and noncommercial financing arrangements;
- determine the appropriate actions necessary to ensure customer satisfaction;
- identify and select the appropriate course of action for resolving a contractor dispute; and
- identify contract closeout procedures.

Who Should Attend: This course is designed for personnel new to the contracting workforce or noncontracting personnel who play a role in the acquisition process.

Prerequisite: CON 111

Length: This is a nonresident, self-paced course available through the Internet. Students must pass the final examination within 60 calendar days of the start date. The course consists of 6 lessons, which could be completed in approximately 20 hours.

Method of Delivery: Distance Learning—See “Online Courses” on page 12



PDS Code: BE9